

Message Text

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PAGE 01 NEW DE 14395 291441Z

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ACTION NEA-10

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AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS NEW DELHI 14395

E.O. 11652: N/A

TAGS: ETRD IN

SUBJECT: INDO-US CHAMBER OF COMMERCE DELEGATION VISIT TO US

REF: (A) NEW DELHI 13542

(B) STATE 246701

1. THE MINISTRY OF COMMERCE HAS INFORMED THE INDIAN EMBASSY (DIXIT) OF THE VISIT. WE UNDERSTAND THAT THE EMBASSY HAS BEEN REQUESTED TO ASSIST IN THE ARRANGEMENTS AND TO PROVIDE AN ESCORT OFFICER (PARA #2) ACCORDING TO THE CHAMBER, THE PURPOSE OF THE VISIT IS TO GENERATE INTEREST IN FOREIGN COLLABORATIONS AND INVESTMENTS IN INDIA IN THE APPROVED SECTORS AND TO OFFSET SOME OF THE UNFAVORABLE PUBLICITY AND UNCERTAINTY THAT EXISTS AMONG AMERICAN BUSINESSMEN AS A RESULT OF RECENT POLITICAL EVENTS. THE DELEGATION WILL INCLUDE REPRESENTATIVES OF THE AUTOMOBILE PARTS INDUSTRIES INCLUDING FORGINGS AND CASTINGS MANUFACTURERS INTERESTED IN EXPORTING COMPONENTS FOR AUTOMOBILE AND CONSTRUCTION EQUIPMENT TO THE US. IT WOULD ALSO LIKE TO EXPLORE WITH AMERICAN CONSTRUCTION COMPANIES ENGAGED IN INTERNATIONAL PROJECTS (PARTICULARLY IN PETRO-DOLLAR AREAS) THE POSSIBILITY OF USING INDIAN ENGINEERING SERVICES.

UNCLASSIFIED

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PAGE 02 NEW DE 14395 291441Z

3. THE FOLLOWING IS A REVISED ITINERARY:

WEDNESDAY, NOVEMBER 19--FRIDAY, NOVEMBER 21: WASHINGTON
MONDAY, NOVEMBER 24--TUESDAY, NOVEMBER 25: NEW YORK
WEDNESDAY, NOVEMBER 26--SUNDAY, NOVEMBER 30: SAN FRANCISCO
MONDAY, DECEMBER 1--TUESDAY, DECEMBER 2; HOUSTON
WEDNESDAY, DECEMBER 3: ATLANTA
THURSDAY, DECEMBER 4--FRIDAY, DECEMBER 5: CHICAGO
SOME OF THE DELEGATION MEMBERS WILL PROCEED INDEPENDENTLY
TO BOSTON, PITTSBURGH, DETROIT, AND OTHER CITIES AT THE
END OF THE VISIT.

4. IN ADDITION TO APPOINTMENTS REQUESTED IN REF (A)
THE IACC SUGGESTS THE FOLLOWING:

(A) WASHINGTON: THEY ARE HOPEFUL THAT AMBASSADOR KAUL
WOULD HOST A FUNCTION. IT MIGHT ALSO BE USEFUL FOR THE
DELEGATION TO CALL AT EXIM BANK.

(B) NEW YORK: THEY WOULD LIKE MEETINGS WITH FAR EAST
AMERICA COUNCIL, THE COMMERCE AND INDUSTRY ASSOCIATION,
AND THE WORLD TRADE CENTER. DELEGATION WOULD ALSO LIKE
TO MEET WITH LUMMUS COMPANY, CHEVRON INTERNATIONAL AND
RALPH M. PARSONS COMPANY IF POSSIBLE. VISIT TO FOREIGN
TRADE ZONE SHOULD BE SCHEDULED ONLY IF TIME IS AVAILABLE.
BOTH THE BANK OF AMERICA (THOMAS PAYNE, VICE PRESIDENT)
AND FIRST NATIONAL CITY BANK (W.C. ABBOTT, ASSISTANT
VICE PRESIDENT) HAVE BEEN CONTACTED BY THEIR REPRE
SENTATIVES HERE AND WILL PROBABLY HOST FUNCTIONS OR MEETINGS.

(C) SAN FRANCISCO: THE BANK OF AMERICA (J. HANS SCHROEDER,
ASSST. VICE PRESIDENT) HAS BEEN ASKED TO ASSIST IN ARRANGING THE
PROGRAM AND WILL HOST A LUNCHEON. ALSO DELEGATION WOULD LIKE TO
MEET WITH BECHTEL.

(D) HOUSTON: THE DELEGATION WOULD LIKE TO MEET WITH
BROWN AND ROOT, M.W. KELLOGG, HUDSON ENGINEERING COMPANY,
FOSTER WHEELER AND ANY OTHER APPROPRIATE CONSTRUCTION
COMPANIES.

(E) ATLANTA: COCA COLA EXPORT COMPANY (DON SISLER,
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PAGE 03 NEW DE 14395 291441Z

VICE PRESIDENT) HAS BEEN CONTACTED AND WILL ASSIST WITH THE
ARRANGEMENTS.

(F) CHICAGO: THE DELEGATION WOULD LIKE TO MEET WITH
MONTGOMERY WARD, SEARS ROEBUCK AND PROCON. WE SUGGEST
THAT YOU ALSO LIAISON WITH THE INDIAN
ENGINEERING EXPORT PROMOTION COUNCIL (MR. AHWULI).

5. IN ALL CITIES GROUP WOULD LIKE TO CALL ON LOCAL
GOVERNMENT OFFICIALS, AND MEET WITH LOCAL PRESS.

6. A LIST OF DELEGATION MEMBERS IS BEING SENT SEPTTEL.
IRVIN WILL BE WITH THE DELEGATION IN WASHINGTON, NEW YORK
AND SAN FRANCISCO. V P PUNJ WILL THEN TAKE OVER FOR THE
REMAINDER OF THE SCHEDULE. WE THINK SOME BUSINESSMEN MAY DROP OUT
INITIALLY OR ALONG THE WAY BUT ARE TRYING TO EMPHASIZE THE
IMPORTANCE OF THE GROUP STAYING TOGETHER.SAXBE

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